



State SCORECARD	FY2007 GOALS/ACHIEVEMENTS			FY 2007 PROGRESS		FY2008 PLAN		COMMENTS FOR AGENCY																	
<div>Initiative</div> <div>SMALL BUSINESS PROCUREMENT</div> <div>Agency Lead:</div> <div>Greg Mayberry State OSDBU</div>	<div></div> <div>Yellow</div>	<table><tr><td></td><td>Goal</td><td>Achieved</td></tr><tr><td>SB</td><td>36%</td><td>42.04%</td></tr><tr><td>SDB</td><td>10%</td><td>16.27%</td></tr><tr><td>WOSB</td><td>5%</td><td>5.12%</td></tr><tr><td>HUBZone</td><td>3%</td><td>2.48%</td></tr><tr><td>SDVOSB</td><td>3%</td><td>2.32%</td></tr></table> <div>GREEN STANDARDS</div> <div>___The agency must meet 100% of its small business goal, 100% of its 3 socio-economic goals, and make progress in the remaining goal.</div> <div>YELLOW STANDARDS</div> <div>_X_ The agency must meet 90-99% of its small business goal, at least 1 or more socio-economic goals and make progress in the remaining goals.</div> <div>RED STANDARDS</div> <div>___The Agency did not meet the REQUIREMENTS for the Yellow standard.</div>		Goal	Achieved	SB	36%	42.04%	SDB	10%	16.27%	WOSB	5%	5.12%	HUBZone	3%	2.48%	SDVOSB	3%	2.32%	<div></div> <div>Yellow</div>	<div>GREEN</div> <div>___ The Agency must meet all progress standards and show progress in attainment of goals.</div> <div>YELLOW</div> <div>_X_ The Agency can miss no more than 2 progress standards</div> <div>1. _X_ Meets the small business goals, at least 2 additional socio-economic goals, and improves in at least one of the unmet goals. Credit can also be given for meeting 4 goals, regardless of which ones they are.</div> <div>2. _X_ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.</div> <div>3. _X_ Has demonstrated top-level Agency commitment to small business contracting.</div> <div>4. _X_ Has a comprehensive small business program that includes written polices and procedures focused on improving the competitive environment and increasing small business participation in the procurement process.</div> <div>5. _X_ Has small business goal achievement as a rating element for acquisition personnel.</div> <div>6. _X_ Works cooperatively with SBA on outreach and targeting initiatives.</div> <div>7. _X_ Meets deadlines for all required strategic plans and annual reports due to SBA.</div> <div>8. _X_ Has a process to ensure small business data is accurately reported in FPDS-NG.</div> <div>9. _X_ Enforces small business subcontracting plans and meets subcontracting goals.</div>	<div>Acceptable</div>	<div>Actions taken:</div> <div>_X_ Meets all Plan Requirements:</div> <div>1. <u>X</u> Implemented strategic plan to increase the value of competitively awarded contracts to small businesses during the period.</div> <div>2. <u>X</u> Demonstrated top-level Agency commitment to small business contracting during the period.</div> <div>3. <u>X</u> Planned significant events to increase small business participation in the procurement process during the period.</div> <div>4. <u>X</u> Demonstrates that small business data is accurately reported in FPDS-NG during the period.</div> <div>5. <u>X</u> Demonstrates that policies and procedures are in to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.</div> <div>6. <u>X</u> Demonstrated no unjustified bundling has taken place during the period.</div> <div>7. <u>X</u> Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.</div> <div>8. ___ Planned to collaborate on formulation of small business procurement policy initiatives during the period.</div> <div>9. ___ Agency submits all strategic plans and reports that become due to SBA during the reporting period.</div>	<div>State achieved its small business, SDB, and WOSB goals. State also made progress in its HUBZone and SDVOSB (within 10% the average of 3 years goals).</div> <div>BEST PRACTICES</div> <div>The Department of State scheduled significant events for 2008 include trade shows and match-making events for 8a, HUBZone, Veteran-Owned and Women-Owned small businesses.</div>
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